



Wyoming Lender Alert

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Steven Despain, District Director

Making a Difference for Small Business in Wyoming

Minority Small Business Champion of the Year 2007

Pete Calhoun

Wind River Canyon Whitewater & Fly Fishing

Pete Calhoun is President and co-owner of Wind River Canyon Whitewater & Fly Fishing. He is a lifelong resident of the Wind River Indian Reservation and an enrolled member of the Eastern Shoshone Indian Tribe. Pete has been selected as the Minority Small Business Champion of the Year 2007 by the U.S. Small Business Administration (SBA). The award was presented to Pete by Steve Despain, District Director, of the Wyoming SBA on April 9, 2007 at the 7th Annual Native American Business Expo in Lander.



Each year since 1983, the President designates one week for recognition and celebration of the accomplishments of minority entrepreneurs. The award selection includes evaluation of growth in sales, profits, and employees; participation in community and charitable affairs; overcoming adversities; uniqueness and special attributes of the business; and the

use of other minority firms as suppliers or subcontractors.

In 1968, Pete started his own cattle ranching operation in Crowheart. He started out with almost nothing, and had to borrow for all equipment and operating needs and has spent the last 38 years growing the business into a successful ranching operation.

After a whitewater rafting trip with his son, Darren, in 1989, Pete recognized the potential of such a business on the Reservation. In 1992 Pete and Darren opened Wind River Canyon Whitewater Rafting & Fly Fishing. The business provides guided whitewater rafting and fly fishing trips down the Wind River Canyon. Through an outfitter's permit granted by the Shoshone & Arapaho Tribe, Pete and Darren obtained the exclusive right to guide these pristine waters. Fourteen years later, the business is stronger than ever. They have experienced an average of 25 percent growth per year over the last five years.

In addition to Pete's business commitments, he has always generously volunteered his time to promote economic development in his community. Pete has been involved in helping youth develop ranching and business skills through participation in 4-H. He has always had a strong interest in natural resource issues and believes that he has an obligation to be a strong steward of the land. He has implemented numerous self-

imposed conservation practices in his business. He has served on the Shoshone & Arapaho Water Board for many years. Pete was one of the founders of the tribal economic development corporation and Wind River Development Fund, a non-profit organization developed specifically to assist small business development on the Reservation.

Pete's nominator, Lisa Wagner, Executive Director of the Wind River Development Fund, says "Pete's an amazing guy whose dedication and commitment to small business development on the Wind River Indian Reservation is unparalleled."

Wyoming SBA Approves First Loan Under New Patriot Express Initiative

Shoshone First Bank in Cody was the first lender in SBA's Region VIII which consists of Colorado, Utah, North Dakota, South Dakota, Montana and Wyoming, to approve the Patriot Express Loan Initiative guaranteed by the SBA.

The U.S. Small Business Administration announced that the agency and its network of lenders have already approved more than 20 loans under the Patriot Express Pilot Loan Initiative for military community entrepreneurs, rolled out one month ago.

Patriot Express is a streamlined loan product based on the agency's highly successful SBA Express Program, but with enhanced

guaranty and interest rate characteristics.

"We have received a remarkable amount of support for Patriot Express from the lending and military communities since we launched the program one month ago," said SBA District Director Steven Despain. "It is important for us to support those who have served our country, so we are particularly pleased by the quick turn around time it has taken us to begin processing and approving loans under the new program. This success shows government can work faster and better."

Patriot Express loans total more than \$2 million dollars in the early stage of this initiative and range from \$5,000 to \$350,000 in individual loan amounts. After loan applications are approved by the bank, they are submitted to SBA for approval. Most applications are approved by SBA within 24-hours.

Loans are available up to \$500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of \$150,000 or less and up to 75 percent for loans over \$150,000 up to \$500,000. For loans above \$350,000, lenders are required to take all available collateral to secure the loan and may obtain collateral for smaller loans depending upon individual bank requirements. Interest rate maximums for Patriot Express loans are the same as those for regular 7(a) loans: a maximum of prime + 2.25 percent for maturities under 7 years; prime + 2.75 percent for 7 years or more. Interest rates can be higher by 2 percent for loans of \$25,000 or less; and 1 percent for loans between \$25,000 and \$50,000.

The Patriot Express initiative builds on the more than \$1 billion in loans SBA guarantees annually for veteran-owned businesses, and the counseling assistance and procurement support it provides each year to more than 100,000

veterans, service-disabled veterans and Reserve members.

Patriot Express is available to military community members including veterans, service-disabled veterans, service members leaving active duty, Reservists and National Guard members, current spouses of any of the above, and the widowed spouse of a service member or veteran who died during service, or of a service-connected disability.

The Patriot Express Pilot Loan Initiative can be used for most business purposes. Details on the initiative can be found at www.sba.gov/patriotexpress or call the Wyoming SBA office at (307) 261-6500.

Looking For 2008 Nominations

You must have someone in mind for a small business award! Who has made the greatest impact in your community? Who would you like to highlight? Help us recognize outstanding small business leaders in your local community. Complete a simple letter nomination format and send it to us! If you are interested in nominating someone, please contact Sharon Nichols at 307-261-6508 or email sharon.nichols@sba.gov

Business.gov Website Expands With New Features

www.Business.gov continues to expand its offerings of resources and tools to help small businesses comply with federal government regulations.

Responding to feedback from its business community users, www.Business.gov has developed a tool that helps businesses determine their license and permit requirements. The site, at www.business.gov, also has expanded the content and context of the information contained in its Compliance Guides and developed relationships with other government and non-governmental organizations to provide more in-depth compliance resources.

www.Business.gov's new "Permit Me" feature provides a single source for obtaining federal, state, and local permits and professional licenses for businesses. While every business in the United States is required to obtain a permit, professional license, or identification number to operate, finding the right license can be a major challenge for potential business owners. Although some states offer assistance to help individuals understand their local permit and license requirements, not all provide federal information.

This information gap results in an additional burden to business owners as they must locate, research and understand federal, state, and local government resources separately and then compile the information to gain a comprehensive understanding of their regulatory requirements. "Permit Me" allows businesses to navigate to a single destination and presents a list of licensing and permit resources across all the federal, state and local domains.

www.Business.gov has also added "Feature Topics" that focus on common business concerns and that will be continually updated on a timely basis. Featured Topics provide context to the compliance information provided on the site and help business owners understand in plain language the regulatory requirements their businesses face. Regulatory information is typically written from the individual agency's perspective and can fail to adequately explain the impact of the requirement on business operations or the steps required to comply. The failure to develop compliance assistance information that addresses the practical concerns of the business community adds to business' owners compliance problems.

The Content Partners Program has been established to formalize relationships with government agencies, trade associations and

professional organizations to develop compliance assistance tools and resources for small and medium-sized businesses. Content Partners will provide domain specific compliance information to www.Business.gov ultimately to develop compliance resources that will be featured on the site's Featured Topics and Compliance Guides pages.

www.Business.gov is managed by the Small Business Administration in partnership with 21 other federal agencies and is part of the President's Management Agenda. Originally launched in 2004, the Web site provided information on starting, growing, and managing a small business. The re-launched compliance site is designed to better meet the needs of the business community, based on feedback from test groups.

New SBA Recertification Regulations

June 30, new U.S. Small Business Administration regulations took effect that requires companies with federal contracts to recertify their size status as "small businesses." These actions will increase opportunities for more small businesses to receive contracts from the federal government.

"SBA is making tremendous progress improving federal contracting opportunities for small businesses," Wyoming SBA District Director Steven Despain said. "As part of those reforms, we are implementing the recertification rule, announced last November; to ensure federal rules properly classify small business contracts."

Starting June 30, any small business that merges or is acquired must immediately "recertify" its size. If the company is no longer small, the contract continues, but the federal government can no longer count it as a "small" contract. Federal agencies will also immediately modify all existing long-term (over five years)

contracts to require small businesses to recertify their size status for acquisitions, mergers, and novation requests and to recertify their size status prior to an option being exercised. All existing contracts of less than five years will recertify when their first option is exercised. The vast majority of these contracts have one-year options.

Under these rules, most large businesses credited with small contracts will no longer be counted as small, effective June 30. Nearly all the remaining large businesses will be scrubbed from the database within a year. As a result, federal agencies will need to increase efforts to identify and contract with new small businesses to meet their small business contracting goals – 23 percent as directed by Congress.

Because more than five million actions are recorded in the federal governments contracting database each year, as a practical measure, contracting officers are being allowed to review short-term contracts as they are renewed annually.

Also this summer, SBA will launch its Quick Market Search tool, an enhancement to the Dynamic Small Business Search database, part of the Central Contractor Registration database which is a component of the government-wide Integrated Acquisition Environment. The Quick Market Search tool will allow contracting officers to identify vendor pools under each of the socio-economic preference programs, including women-owned small businesses, 8(a), small disadvantaged business, HUBZone (historically underutilized businesses), and service-disabled veteran-owned small business.

SBA will transfer responsibility for front-line small business procurement counseling and training from procurement center representatives (PCRs) to its district offices and resource partners,

significantly expanding national coverage.

In addition, this summer SBA will work on agreements across the federal agencies to have them provide increased contracting opportunities under the socio-economic procurement preference programs in which they have not met their contracting goals. These steps will allow agency PCRs to focus on helping agencies provide genuine opportunities for more small firms to enter and redevelop in the federal marketplace, and in meeting contracting goals. SBA will train its field staff in these new responsibilities over three weeks in August.

The recertification regulation is available at The Federal Register's Web site at:

<http://a257.g.akamaitech.net/7/257/2422/01jan20061800/edocket.access.gpo.gov/2006/pdf/E6-19253.pdf>.

For additional information on the new upgrades to the DSBA database, visit the SBA's Web site at:

www.sba.gov/services/contractingopportunities/sizestandardstopics/index.html and click on "What's New?"

Letter to Borrowers

SBA is in the process of contacting each recent SBA borrower to increase the accuracy of our records. SBA hopes completing these individual loan profiles will help document lending efforts in many diverse areas.

UPCOMING EVENTS

- Aug. 1** - Women's Roundtable-Casper
- Aug. 9** - Women's Roundtable - Laramie
- Aug. 16** - Women's Roundtable-Powell
- Aug. 21** - Women's Roundtable-Cody